

Commerce

Previous Year Solved Paper (June 2019)

Time : 2 hours**Paper-II****Maximum Marks : 200**

Note : This paper contains hundred (100) objective type questions, each question carries two (2) marks. Attempt all the questions.

1. Credit worthiness score in India ranges between

- | | |
|-----------------|-----------------|
| (1) 300 to 600 | (2) 300 to 900 |
| (3) 500 to 1000 | (4) 900 to 1600 |

2. Match List-I with List-II :

List-I

- (a) Ind AS-16
- (b) Ind AS-38
- (c) Ind AS-17
- (d) Ind AS-12

List-II

- (i) Income Tax
- (ii) Leasing
- (iii) Intangible assets
- (iv) Property, plant and equipments

Codes :

- | | (a) | (b) | (c) | (d) |
|-----|-------|-------|------|-------|
| (1) | (iv) | (iii) | (i) | (ii) |
| (2) | (iv) | (iii) | (ii) | (i) |
| (3) | (iii) | (ii) | (iv) | (i) |
| (4) | (iv) | (ii) | (i) | (iii) |

3. A firm consumes 90000 units of a certain item of raw material in its production process annually. It costs Rs. 3 per unit, the cost per purchase order is Rs. 300 and the inventory carrying cost is 20% per year. What is the EOQ?

- | | |
|----------------|----------------|
| (1) 9470 units | (2) 9487 units |
| (3) 9480 units | (4) 9840 units |

4. New reform in Indian banking system include

- | | |
|-------------------------------------|---------------------------|
| (a) Digitisation of bank operations | (b) Banking consolidation |
| (c) Borrowing from Government | (d) Agency work |

Choose the correct option from the following :

- | | |
|----------------------|----------------------|
| (1) (a) and (b) | (2) (c) and (d) |
| (3) (b), (d) and (c) | (4) (a), (c) and (d) |

5. As per Section 52 of the companies Act, 2013 the balance in the Security Premium Account cannot be utilized for

- (1) Payment of dividend
- (2) writing off discount on issue of shares
- (3) issue of fully paid-up bonus share
- (4) capital losses

6. Which of the following are NOT sources of secondary data?
- | | |
|-------------------|------------------------|
| (a) Interview | (b) Questionnaire |
| (c) Observation | (d) Unpublished thesis |
| (e) Annual report | |
- Choose the correct from the following :
- | | |
|----------------------|----------------------|
| (1) (a), (d) and (e) | (2) (b), (c) and (d) |
| (3) (c), (d) and (e) | (4) (a), (b) and (c) |
7. X is an individual of 55 years of age having gross total income Rs. 3,50,000. What is the tax liability for assessment year 2018-19?
- | | |
|---------------|---------------|
| (1) Rs. 5,000 | (2) Rs. 2,500 |
| (3) Rs. 2,580 | (4) Rs. 3,000 |
8. **Statement (I)** : The arithmetic mean is an all purpose average.
Statement (II) : Median and mode are called positional averages.
In the context of the above two statements, which one of the following codes is correct?
- | |
|--|
| (1) Both the statements (I) and (II) are correct |
| (2) Both the statements (I) and (II) are incorrect |
| (3) Statement (I) is correct but (II) is incorrect |
| (4) Statement (II) is correct but (I) is incorrect |
9. Which is the most appropriate mode of entry in international business to an enterprise with little experience of international markets?
- | | |
|-------------------|------------------------|
| (1) Acquisition | (2) Strategic Alliance |
| (3) Joint Venture | (4) Exporting |
10. SIDBI was set up as a subsidiary of IDBI to
- | |
|--|
| (1) takeover the functions of small business financing of IDBI |
| (2) takeover the venture capital operation of IDBI |
| (3) reconstruct and rehabilitate the sick and closed industrial units financed by IDBI |
| (4) facilitate, finance and promote India's foreign trade |
11. **Statement (I)** : Agreement without consideration is always valid.
Statement (II) : All contracts are agreements but all agreements are not contracts.
In the context of the above two statements, which one of the following codes is correct?
- | |
|---|
| (1) Statements (I) and (II) are correct. |
| (2) Both Statements (I) and (II) are incorrect |
| (3) Statements (I) is incorrect and Statements (II) is correct |
| (4) Statements (I) is correct but Statements (II) is incorrect. |
12. Redressal mechanism for consumer disputes under Section 9 of the consumer Protection Act envisages a
- | |
|--|
| (1) single-tier system |
| (2) two-tier system |
| (3) three-tier system |
| (4) open system independent of hierarchy |

- 13. Statements (I) :** If the tax liability has been reduced within the legal framework, it is tax planning.
Statements (II) : If tax liability has been reduced to get benefit of deduction available under the income tax, it is called tax evasion.
 In the context of the above two statements, which one of the following codes is correct?
- (1) Both the Statements (I) and (II) are correct
 - (2) Statements (I) is correct but (II) is incorrect
 - (3) Both Statements (I) and (II) are incorrect
 - (4) Statements (II) is correct but (I) is incorrect.
- 14.** Which one of the following analyses is suitable for risk-return analysis in financial decisions?
- (1) CAPM analysis
 - (2) SWOT analysis
 - (3) Capital gearing
 - (4) EVA analysis
- 15.** Which among the following is NOT a correct statements?
- (1) Hedge funds are not mutual funds
 - (2) Hedge funds can be sold to public
 - (3) Investors in mutual funds must pay various fees and expenses
 - (4) Mutual funds provide economies of scale to investment decisions.
- 16.** Amount unutilised in capital gain account scheme for which exemption claimed u/s 54 shall be treated as long-term capital gain, if
- (1) 2 years have expired from the date of transfer
 - (2) 2 years have expired from the date of deposit
 - (3) 3 years have expired from the date of transfer
 - (4) 3 years have expired from the date of deposit
- 17.** Miller-Orr model is used in the management of
- (1) Inventory
 - (2) leverage
 - (3) receivables
 - (4) cash
- 18.** Building long-term mutually satisfying relations with key customers, suppliers, distributors in order to earn and retain their long-term preference and business is known as
- (1) relationship marketing
 - (2) social marketing
 - (3) niche marketing
 - (4) service marketing
- 19.** Match List-I with List-II
- | List-I | List-II |
|---|----------------------------------|
| (a) Fiscal, monetary and industrial policies | (i) Social responsibilities |
| (b) Social obligations towards several stakeholders | (ii) Stakeholders/interest group |
| (c) Consumer, shareholders, suppliers, creditors etc. | (iii) Business ethics |
| (d) Moral principles that defines the right or wrong | (iv) Economic policies |

Codes :

	(a)	(b)	(c)	(d)
(1)	(iii)	(i)	(iv)	(ii)
(2)	(i)	(ii)	(iv)	(iii)
(3)	(ii)	(iv)	(iii)	(i)
(4)	(iv)	(i)	(ii)	(iii)

20. In which of the following pricing policies, a firm charges higher initial price for the product and reduces it over time as the demand at higher price is satisfied?

- | | |
|-----------------------|-------------------------|
| (1) Peak load pricing | (2) Incremental pricing |
| (3) Skimming | (4) Penetration pricing |

21. Which of the following is NOT a main stage in a customer relationship life cycle?

- | | |
|---------------------------|--------------------------|
| (1) Customer acquisition | (2) Customer development |
| (3) Customer satisfaction | (4) Customer annoyance |

22. Which one is NOT true regarding the Market Stabilization Scheme (MSS)?

- (1) It absorbs surplus liquidity of enduring nature arising out of large capital flows
- (2) It absorbs surplus liquidity through sale of short-dated government securities and treasury bills
- (3) Mobilised surplus liquidity is held in the MSS account with the Reserve Bank of India
- (4) MSS account liquidity can be used for normal government expenditure of capital nature

23. The essence of the law of diminishing returns is

- | | |
|--------------------------------|----------------------------------|
| (1) inelastic production | (2) negative marginal production |
| (3) declining total production | (4) declining average production |

24. Which one of the following is NOT the pre-requisite of price discrimination?

- (1) Firm must have monopoly power
- (2) Product have multiple close substitutes and different uses
- (3) Markets are separated and segmented
- (4) Price elasticity of product must differ in different markets

25. SUGAM is also known as

- | | |
|-----------|-----------|
| (1) ITR-1 | (2) ITR-2 |
| (3) ITR-3 | (4) ITR-4 |

26. Match List-I with List-II :

List-I		List-II	
(Theories of Profit)		(Economists)	
(a)	Risk theory of profit	(i)	Schumpeter
(b)	Innovation theory of profit	(ii)	Walker
(c)	Rent theory of profit	(iii)	Hawley
(d)	Dynamic theory of profit	(iv)	Clark

Codes :

	(a)	(b)	(c)	(d)
(1)	(iii)	(iv)	(ii)	(i)
(2)	(iv)	(ii)	(iii)	(i)
(3)	(iii)	(i)	(ii)	(iv)
(4)	(iv)	(i)	(ii)	(iii)

27. Shopping goods have which of the following features?

- (a) These products are generally durable in nature
- (b) Consumers generally compare the goods of various sellers and then buy such goods
- (c) per unit price of these goods is generally high
- (d) These goods are regularly and continuously in demand.
- (e) These goods are sold as a result of aggressive promotional efforts

Choose the right answer from the options given below :

- | | |
|----------------------|----------------------|
| (1) (c), (d) and (e) | (2) (a), (b) and (c) |
| (3) (b), (c) and (d) | (4) (a), (c) and (e) |

28. Which among the following is NOT included in negotiable instrument?

- | | |
|---------------------|------------------|
| (1) Cheque | (2) Demand Draft |
| (3) Promissory Note | (4) Mutual Fund |

29. Study the following information

Covariance between X and Y series = - 17.8

Standard deviation of X series = 6.6

Standard deviation of Y series = 4.2

No. of pairs of observations = 20

The coefficient of correlation is

- | | |
|-------------|-------------|
| (1) - 0.642 | (2) 0.642 |
| (3) 0.253 | (4) - 0.253 |

30. Following are the events of an organizational culture :

- (a) Customer orientation and employee policies
- (b) Quality orientation, directing and motivating styles
- (c) Decision-making, products and services and responsibilities to society
- (d) Reaction to competitors and gratitude towards nation
- (e) Role ambiguities, trade union and policies

Select the correct sequence for the above events:

- | | |
|---------------------------|---------------------------|
| (1) (a), (b), (d) and (e) | (2) (a), (c), (d) and (e) |
| (3) (b), (c), (d) and (e) | (4) (a), (b), (c) and (d) |

31. One belt, one road initiative (BRI) is NOT intended to

- (1) trade protectionism
- (2) strengthening logistic and supply chain
- (3) improve cost competitiveness
- (4) rebalance trade dominance

32. Following are the information for a house property :

Municipal value	Rs. 4,50,000
Fair rental value	Rs. 5,00,000
Standard rent	Rs. 4,80,000
Actual rent	Rs. 4,20,000

What is the gross annual value of the house property

- | | |
|------------------|------------------|
| (1) Rs. 4,80,000 | (2) Rs. 5,00,000 |
| (3) Rs. 4,20,000 | (4) Rs. 4,50,000 |

33. Which of the following are the rights of a Statutory Auditor?

- (a) To receive remuneration
- (b) To attend Board of Directors' Meeting
- (c) To attend the General Meeting
- (d) To visit the branch office

Choose the correct answer from the following

- | | |
|----------------------|---------------------------|
| (1) (a) and (b) | (2) (a), (b) and (d) |
| (3) (a), (c) and (d) | (4) (a), (b), (c) and (d) |

34. Chalapathi Rao Committee was constituted for restructuring of

- | | |
|--|-----------------------------------|
| (1) State Financial Corporation in India | (2) Commercial Banks in India |
| (3) Co-operative Banks in India | (4) Regional Rural Banks in India |

35. Currency swap is a method of

- (1) hedging against foreign exchange risk
- (2) speculating in foreign exchange
- (3) leverage instrument used by cooperative banks
- (4) mode of payment in international trade

36. Product A requires 10 kg of material at the rate of rs. 5 per kg. The actual consumption of material for the manufacturing of product. A comes to 12 kg of material at the rate of rs. 6 per kg. Direct material cost variance is

- | | |
|-------------------------|---------------------------|
| (1) rs. 22 (favourable) | (2) rs. 22 (unfavourable) |
| (3) rs. 12 (favourable) | (4) rs. 12 (unfavourable) |

37. Which of the following does NOT come under the definition of 'information' as per the Right to Information Act (RTI Act), 2005?

- (1) Logbooks
- (2) Data material held in electronic form
- (3) File noting
- (4) Circular

38. Match List-I with List-II :

List-I		List-II	
(a)	Cyber crime	(i)	Intellectual Property Right Act
(b)	Doctrine of Caveat Emptor	(ii)	Negotiable Instrument Act
(c)	Dishonour of Bill	(iii)	Sale of Goods Act
(d)	Patent and Copyrights	(iv)	The information Technology Act

Codes :

	(a)	(b)	(c)	(d)
(1)	(iii)	(iv)	(i)	(ii)
(2)	(iii)	(ii)	(iv)	(i)
(3)	(iv)	(iii)	(ii)	(i)
(4)	(ii)	(iv)	(iii)	(i)

39. **Statement (I)** : t-test and F-test are based on the identical assumptions

Statement (II) : t-test is used for comparison between two groups whereas F-test is used for comparison between more than two groups

In the context of the above two statements, which one of the following codes is correct?

- (1) Both the statements (I) and (II) are correct
- (2) Both the Statements (I) and (II) are incorrect
- (3) Statement (I) is correct but (II) is incorrect
- (4) Statement (II) is correct but (I) is incorrect

40. What is the probability that sum of outcomes on pair of dice is equal to 8?

- (1) $\frac{6}{36}$
- (2) $\frac{5}{36}$
- (3) $\frac{4}{36}$
- (4) $\frac{3}{36}$

41. Which of the following are considered non-parametric tests?

- (a) Mann-Whitney U test
- (b) Kruskal-Wallis test
- (c) F-test
- (d) T-test
- (e) Chi-square test

Choose the correct option from the following :

- (1) (a), (b) and (e)
- (2) (a), (b) and (c)
- (3) (a), (b), (c) and (d)
- (4) (a), (b), (c), (d) and (e)

42. Match List-I with List-II :

List-I		List-II	
(a)	Net income approach	(i)	Inventory management
(b)	Gordan model	(ii)	Capital budgeting
(c)	Internal rate of return	(iii)	Capital structure theory
(d)	Reorder level	(iv)	Dividend theory

Codes :

	(a)	(b)	(c)	(d)
(1)	(ii)	(iii)	(iv)	(i)
(2)	(iii)	(iv)	(ii)	(i)
(3)	(iii)	(iv)	(i)	(ii)
(4)	(ii)	(i)	(iv)	(iii)

43. 'Doctrine of Caveat Emptor' means
- (1) buyer should make payment well in time
 - (2) buyer should be beware of all aspects of buying
 - (3) buyer will be responsible for the whole payment
 - (4) buyer will not be responsible at any cost
44. Which of the following is the predecessor of the IRDA Act, 1999?
- (1) The Insurance Act, 1938
 - (2) The Life Insurance Corporation Act, 1956
 - (3) The Marine Insurance Act, 1963
 - (4) The public Liability Insurance Act, 1991
45. List out from the given statements the important ethical principles that a business should follow:
- (a) To take the necessary action for the development of the concerned industry or business
 - (b) Pay taxes and discharge other obligations promptly.
 - (c) To ensure the best utilisation of the human resources.
 - (d) Refrain from secret kickbacks or pay-offs to customers, suppliers, administrators, etc.
 - (e) Ensure payment of fair wages and fair treatment of employees.
- Choose the correct answer from the option given below :
- | | |
|----------------------|----------------------|
| (1) (c), (d) and (e) | (2) (b), (d) and (e) |
| (3) (a), (b) and (c) | (4) (a), (c) and (e) |
46. Which of the following types of goodwill is considered to be the best?
- | | |
|------------------|------------------|
| (1) Dog goodwill | (2) Cat goodwill |
| (3) Rat goodwill | (4) Cow goodwill |
47. In which of the following commodities, when a consumer spends so much that negative income effect overwhelms the positive substitution effect so as the underlying demand curve is positively sloped?
- | | |
|--------------------|--------------------|
| (1) Inferior goods | (2) Superior goods |
| (3) Giffen goods | (4) Normal goods |
48. **Assertion (A)** : U-shaped long-run average cost curve is based on the assumption that economies of scale prevails at small levels of production and diseconomies of scale prevails at larger level or production
- Reason (R)** : Decreasing return to scale arises primarily because as the scale of operation increases, it becomes even more difficult to manage the firm effectively.
- In the context of the above two statements, which one of the following codes is correct?
- (1) Both (A) and (R) are correct and (R) is the right explanation of (A)
 - (2) Both (A) and (R) are correct and (R) is not the right explanation of (A)
 - (3) (A) is correct and (R) is not incorrect
 - (4) Both (A) and (R) is incorrect

49. Which one of the following is used for international money transfer?
- | | |
|-----------|----------|
| (1) RTGS | (2) NEFT |
| (3) SWIFT | (4) DD |
50. Consumer behaviour does NOT consist which of the following activities?
- | | |
|-----------------|---------------|
| (1) Obtaining | (2) Consuming |
| (3) Disposition | (4) Producing |
51. Under which of the following situation, economies of scale exists to the potential and persists?
- | |
|---|
| (1) When firm is too small and too specialized |
| (2) When firms' decision to hire inputs do not result in an increase in the input costs |
| (3) When firm is too large and overdiversified |
| (4) When long-run cost of producing a unit falls as the output increases |
52. Deduction u/s 37(1) is allowed under tax laws for those expenditures which are
- | | |
|------------------------------|-------------------------------|
| (1) revenue | (2) capital |
| (3) both revenue and capital | (4) deferred revenue expenses |
53. If two regression coefficients are -0.8 and -0.2 , then the value of coefficient of correlation is
- | | |
|-------------|-------------|
| (1) -0.16 | (2) -0.50 |
| (3) $+0.40$ | (4) -0.40 |
54. For a very large population the ratio between $SE_{\bar{x}}$ and σ is $8 : 40$. The Sample size n will be
- | | |
|--------|--------|
| (1) 5 | (2) 25 |
| (3) 32 | (4) 48 |
55. Return of income is submitted under which Section of Income-tax Act?
- | | |
|---------------------|---------------------|
| (1) Section 138 (1) | (2) Section 142 (1) |
| (3) Section 139 (1) | (4) Section 129 (1) |
56. When a company distributes its products through a channel structure that includes one or more resellers, it is known as
- | | |
|--------------------------|---------------------------|
| (1) direct marketing | (2) indirect marketing |
| (3) integrated marketing | (4) multi-level marketing |
57. Excess capacity is NOT noticed in which of the following market conditions?
- | | |
|---------------|------------------------------|
| (1) Monopoly | (2) Monopolistic competition |
| (3) Oligopoly | (4) Perfect competition |
58. Peter F. Drucker noted the relationship between selling and marketing in which of the following terms?
- | |
|--|
| (1) Marketing is a subsidiary component of selling |
| (2) The aim of marketing is to make selling superfluous |
| (3) The aim of selling is to make marketing superfluous |
| (4) Selling and marketing are essentially the same thing |

59. **Assertion (A)** : According to Net Income (NI) approach, capital structure decision is relevant in the valuation of firm
Reason (R) : A firm can change its total value and its overall cost of capital by change in the degree of leverage in its capital structure.
 In the context of the above two statement, which one of the following options is correct?
 (1) Both (A) and (R) are correct and (R) is the right explanation of (A)
 (2) Both (A) and (R) are correct and (R) is not the right explanation of (A)
 (3) Both (A) and (R) are incorrect
 (4) (A) is correct and (R) is not correct
60. Which of the following is true about India Trade Policy (Export-Import), 2015-2019?
 (a) Doubling the exports (both merchandise and services)
 (b) Achieve 3.5% share in global exports
 (c) Introduced two new schemes (MEIS and SEIS)
 (d) Introduced simplified Aayat-Niryat Form
 Choose the correct answer from the following
 (1) (a) and (b) only (2) (a) and (c) only
 (3) (a), (b) and (c) only (4) All are correct
61. Organization structure that shows a unique combination of strategy, structure and management process is known as
 (1) free-form organization (2) virtual organization
 (3) network organization (4) horizontal organization
62. The attitude based on beliefs, opinion, knowledge or information about the particular event which the employees possesses is
 (1) behavioural attitude (2) positive attitude
 (3) cognitive attitude (4) affective attitude
63. Redeemable preference shares of rs. 2,00,000 are to be redeemed at par for which fresh equity shares of rs. 80,000 are issued at a discount of 10%. What amount should be transferred to Capital Redemption Reserve Account?
 (1) rs. 2,00,000 (2) rs. 1,20,000
 (3) rs. 1,28,000 (4) rs. 72,000
64. Match List-I with List-II
- | List-I | List-II |
|------------|--|
| (a) 80 TTA | (i) Deduction in respect of payment of interest on loan taken for higher education |
| (b) 80 CCD | (ii) Deduction in respect of interest on loan taken for residential house property |
| (c) 80 E | (iii) Deduction in respect of interest on deposits in saving account |
| (d) 80 EE | (iv) Deduction in respect of contribution to national pension system |

Codes :

	(a)	(b)	(c)	(d)
(1)	(iii)	(iv)	(i)	(ii)
(2)	(iii)	(iv)	(ii)	(i)
(3)	(iii)	(i)	(ii)	(iv)
(4)	(i)	(ii)	(iii)	(iv)

65. Match List-I with List-II :

	List-I		List-II
(a)	Sec 6 (i)	(i)	Agriculture Income
(b)	Sec 10AA	(ii)	Leave Travel Concession
(c)	Sec 10 (i)	(iii)	Resident
(d)	Sec 10 (5)	(iv)	Leave Salary

Choose the correct option from those given below :

Codes :

	(a)	(b)	(c)	(d)
(1)	(i)	(iv)	(iii)	(ii)
(2)	(iii)	(iv)	(ii)	(i)
(3)	(iii)	(ii)	(iv)	(i)
(4)	(iii)	(iv)	(i)	(ii)

66. Which of the following commodities is kept outside the purview of GST?

(1) Tobacco products	(2) Petroleum products
(3) Edible Oils	(4) Insurance products

67. Which of the following does NOT fall in the ambit of the objectives of Competition Act, 2002?

- (1) Encourage Competition
- (2) Prevent abuse of dominant position
- (3) Prevent monopolistic rights arising out of intellectual property
- (4) Regulate mergers and acquisitions

68. Which among the following institutions is NOT a part of World Bank group?

- (1) International Development Association (IDA)
- (2) International Monetary Fund (IMF)
- (3) International Finance Corporation (IFC)
- (4) Multilateral Investment Guarantee Agency (MIGA)

69. Match List-I with List-II

	List-I (Trade and Finance Institution)		List-II (Headquarters)
(a)	WTO	(i)	Brussels
(b)	IMF	(ii)	Geneva
(c)	FAO	(iii)	Washington
(d)	EU	(iv)	Rome

Codes :

- | | | | | |
|-----|-------|-------|-------|------|
| (1) | (ii) | (iii) | (iv) | (i) |
| (2) | (i) | (ii) | (iii) | (iv) |
| (3) | (iii) | (ii) | (i) | (iv) |
| (4) | (i) | (iii) | (ii) | (iv) |

- 70.** The channel alternative is NOT to be assessed on the basis of
- | | |
|-----------------------|---------------------------|
| (1) economic criteria | (2) control criteria |
| (3) adaptive criteria | (4) accumulation criteria |
- 71.** Which of the following are included in digital payment system?
- | | |
|----------|------------------|
| (a) RTGS | (b) Demand draft |
| (c) NEFT | (d) Cheque |
- Choose the correct option from the following :
- | | |
|----------------------|----------------------|
| (1) (a), (c) and (d) | (2) (b) and (d) only |
| (3) (a) and (c) only | (4) (b), (c) and (d) |
- 72.** A 'sale' and lease back' arrangement is more suitable for a lessee having
- | | |
|----------------------|-----------------------|
| (1) liquidity crisis | (2) surplus fund |
| (3) high profit | (4) no-profit no-loss |
- 73.** Promoting team spirit, harmony and unity within the organization is the principle of
- | | |
|---------------------|------------------|
| (1) order | (2) scalar chain |
| (3) spirit de corps | (4) equity |
- 74.** Which of the following reflects the sum of perceived tangible and intangible benefits and costs to a customer?
- | | |
|---------------------------|--------------------------|
| (1) Customer satisfaction | (2) Customer delight |
| (3) Customer value | (4) Customer expectation |
- 75.** The current market price of a company's share is rs. 90 and the expected dividend per share next year is rs. 4.5. If the dividend is expected to grow at a constant rate of 8%, the shareholder's required rate of return will be
- | | |
|---------|---------|
| (1) 8% | (2) 5% |
| (3) 20% | (4) 13% |
- 76.** Arrange the following in order of their manifestations :
- | | |
|------------------------|----------------|
| (a) Offer | (b) Acceptance |
| (c) Breach of contract | (d) Contract |
- Choose the correct option from the following :
- | | |
|---------------------------|---------------------------|
| (1) (a), (b), (c) and (d) | (2) (a), (b), (d) and (c) |
| (3) (b), (c), (a) and (d) | (4) (a), (d), (c) and (b) |

77. The social environment of the job affects people and is also affected by them and not by management alone, is the main proposition of
- (1) contingency theory of organization
 - (2) system theory of organization
 - (3) Classical theory of organization
 - (4) Neo-classical theory of organization

78. In tax laws, donation to approved and notified association for scientific research is allowed as
- (1) 125% of the donation
 - (2) 100% of the donation
 - (3) 175% of the donation
 - (4) 150% of the donation

79. 'Motivation-force or level of efforts is not equal to satisfaction and performance is propounded by
- (1) Porter-Lawler model
 - (2) Vroom's expectancy theory
 - (3) X and Y theory
 - (4) Adam's equity theory

80. Match List-I with List-II

List-I

(Objectives of business firms)

- (a) Maximization of firms' growth rate
- (b) Managerial utility function
- (c) Satisfying behaviour
- (d) Sales Maximization

List-II

(Hypothesis)

- (i) Baumol's hypothesis
- (ii) Marris hypothesis
- (iii) Williamson hypothesis
- (iv) Cyert-March hypothesis

Codes :

- | | (a) | (b) | (c) | (d) |
|-----|-------|-------|-------|-------|
| (1) | (ii) | (iii) | (iv) | (i) |
| (2) | (iii) | (iv) | (i) | (ii) |
| (3) | (iv) | (i) | (ii) | (iii) |
| (4) | (i) | (ii) | (iii) | (iv) |

81. Match List-I with List-II.

List-I

- (a) $j = \frac{\bar{X} - M_0}{\sigma}$
- (b) $j = \frac{Q_3 - Q_1 - 2M_e}{Q_3 - Q_1}$
- (c) $j = \frac{P_{90} + P_{10} - 2P_{50}}{P_{90} - P_{10}}$

List-II

- (i) Kelly's coefficient of skewness
- (ii) Bowley's measure of skewness
- (iii) Karl pearson's coefficient of skewness

Codes :

- | | (a) | (b) | (c) |
|-----|-------|------|-------|
| (1) | (iii) | (ii) | (i) |
| (2) | (iii) | (i) | (ii) |
| (3) | (i) | (ii) | (iii) |
| (4) | (ii) | (i) | (iii) |

82. Quantitative import restrictions that limit the quantity of a product being imported is called
- | | |
|---------------------|-------------------|
| (1) embargo | (2) quota |
| (3) trade restraint | (4) import tariff |
83. The arithmetic mean of 10 items is 50. If each item is increased by 5, then new arithmetic mean would be
- | | |
|--------|--------|
| (1) 50 | (2) 55 |
| (3) 60 | (4) 45 |
84. A company issues 10% irredeemable preference shares. The face value per share is rs. 100, but the issue price is rs. 95. What is the cost of preference share?
- | | |
|------------|------------|
| (1) 10.63% | (2) 10.73% |
| (3) 10.83% | (4) 10.53% |
85. After US dollar, which of the following currencies has largest weightage in determining the value of SDR?
- | | |
|------------------|-----------------------------|
| (1) Japanese Yen | (2) Chinese Yuan (Renminbi) |
| (3) Euro | (4) British Pound |
86. Find the marginal revenue of a firm that sells a product at a price of rs. 10 and the price elasticity of demand for the product is $(-)$ 2.
- | | |
|------------|------------|
| (1) rs. 5 | (2) rs. 10 |
| (3) rs. 30 | (4) rs. 15 |
87. Capital structure and leverage decisions come in the ambit of
- | | |
|--------------------------|----------------------------|
| (1) Investment decisions | (2) distribution decisions |
| (3) financing decisions | (4) dividend decisions |
88. A statement of change in financial position typically would NOT disclose the effect of
- | |
|---|
| (1) share capital issued to acquire productive facilities |
| (2) dividends on share declared |
| (3) cash dividend declared but not yet paid |
| (4) purchase and retirement of treasury stock |
89. Which among the following is NOT true about BASEL?
- | |
|---|
| (1) Initially it was named as Committee of Banking Regulations and Supervisory Practices (CBRS) |
| (2) BASEL was established by the Central Bank Governors of fifteen countries |
| (3) It was established by the end of 1974 |
| (4) Disturbances in international currency and banking markets were responsible for its establishment |

90. Which of the following characteristics are related to relationship marketing?
- | | |
|---------------------------------|---------------------------------|
| (a) Product feature orientation | (b) Product benefit orientation |
| (c) Frequent consumer contact | (d) High concern for quality |
- Choose the correct option from the following :
- | | |
|----------------------|----------------------|
| (1) (b), (c) and (d) | (2) (a), (b) and (c) |
| (3) (a), (c) and (d) | (4) (a), (b) and (d) |
91. **Assertion (A)** : Reserve Bank of India is an important regulatory and administrative authority to execute FEMA provisions
- Reason (R)** : Being monetary authority and custodian of foreign exchange, Reserve bank of India enjoys requisite expertise of FEMA administration.
- In the context of the above two statement, which one of the following option is correct?
- | |
|--|
| (1) Both (A) and (R) are correct and (R) is the right explanation of (A) |
| (2) Both (A) and (R) are correct but (R) is not the right explanation of (A) |
| (3) Both (A) and (R) are incorrect |
| (4) (A) is correct and (R) is not correct |
92. The retail supply chain does NOT include
- | | |
|------------------|----------------|
| (1) manufactures | (2) retailers |
| (3) wholesalers | (4) regulators |
93. Which of the following committees is related to the investor protection?
- | | |
|--------------------------|--------------------------|
| (1) Bhagwati Committee | (2) N.K. Mitra Committee |
| (3) J.R. Verma Committee | (4) L.C. Gupta Committee |
94. Under which of the following situations, the decision outcome on evaluation of investment opportunities vary under NPV and IRR methods per se?
- | | |
|--------------------|----------------------|
| (a) Time disparity | (b) Cost disparity |
| (c) Life disparity | (d) Volume disparity |
- Choose the correct combination of situations :
- | | |
|---------------------------|---------------------------|
| (1) (a) and (d) only | (2) (b) and (d) only |
| (3) (a), (b) and (c) only | (4) (b), (c) and (d) only |
95. Match List-I with List-II
- | | |
|---------------------------|---------------------------|
| List-I | List-II |
| (a) Interbank call market | (i) Money Market |
| (b) Commercial bills | (ii) Promissory note |
| (c) Commercial papers | (iii) Short-term maturity |
| (d) Treasury bills | (iv) Government papers |
- Codes :**
- | | | | | |
|-----|------------|------------|------------|------------|
| | (a) | (b) | (c) | (d) |
| (1) | (i) | (ii) | (iv) | (iii) |
| (2) | (iii) | (i) | (ii) | (iv) |
| (3) | (i) | (iii) | (iv) | (ii) |
| (4) | (iv) | (iii) | (ii) | (i) |

96. Statement (I) : Though closely related, job evaluation and performance appraisal are not the same.
Statement (II) : The purpose of job evaluation is to fix the remuneration and other relevant benefits.
In the context of the above two statements, which one of the following codes is correct?
(1) Both the Statements (I) and (II) are correct
(2) Both the Statements (I) and (II) are incorrect
(3) Statement (I) is correct, while Statement (II) is incorrect
(4) Statement (I) is incorrect, while Statement (II) is correct
97. **Assertion (A)** : Brainstorming technique demands generation of a number of alternatives to a problem.
Reason (B) : Participants generate as many alternatives as possible without evaluating them in brainstorming session.
In the context of the above two statements, which one of the following codes is correct?
(1) Statement (A) is correct and (R) is the correct explanation of (A)
(2) Both (A) and (R) are correct but (R) is not the right explanation of (A)
(3) Statement (A) is correct but (R) is incorrect
(4) Both (A) and (R) are correct
98. Which of the following is an instance of non-conventional dumping?
(1) Sporadic dumping (2) predatory dumping
(3) Reverse dumping (4) Persistent dumping
99. Following are the steps in the activity-based cost allocation :
(a) Identification of the main activities
(b) Collection of cost pool
(c) Determination of the activity cost drivers
(d) Calculation of activity driver rate
(e) Charging the cost of activities to products
Select the correct sequence of the above steps :
(1) (a), (b), (c), (e), (d) (2) (a), (b), (e), (d), (c)
(3) (a), (b), (c), (d), (e) (4) (a), (d), (c), (b), (e)
100. **Assertion (A)** : At times, a business may face the situation where it has to shut down its operations.
Reason (R) : If the revenue is less than its variable cost, the operation should be closed down.
In the context of the above two statements, which one of the following codes is correct?
(1) (A) is correct but (R) is not correct
(2) (A) and (R) both are correct and (R) is the right explanation of (A)
(3) (A) and (R) both are correct and (R) is not the right explanation of (A)
(4) Both (A) and (R) are incorrect.

ANSWER KEY

1	2	3	4	5	6	7	8	9	10
2	2	2	1	1	4	3	1	4	1
11	12	13	14	15	16	17	18	19	20
3	3	2	1	2	3	4	1	4	3
21	22	23	24	25	26	27	28	29	30
4	4	2	2	4	3	2	4	1	4
31	32	33	34	35	36	37	38	39	40
1	1	3	4	1	2	3	3	1	2
41	42	43	44	45	46	47	48	49	50
1	2	2	1	2	2	3	2	3	4
51	52	53	54	55	56	57	58	59	60
4	1	4	2	3	*	4	2	1	4
61	62	63	64	65	66	67	68	69	70
3	3	3	1	4	2	3	2	1	4
71	72	73	74	75	76	77	78	79	80
3	1	3	3	4	2	4	4	1	1
81	82	83	84	85	86	87	88	89	90
1	2	2	2	3	1	3	2	2	1
91	92	93	94	95	96	97	98	99	100
1	4	2	3	2	1	1	3	3	2

SOLUTIONS

1. (2) The **credit score ranges from** 300 to 900.

2. (2) (iv) (iii) (ii) (i)

3. (2) $Q = \sqrt{\frac{2DS}{H}}$

Q = EOQ Units

D = Demand in units (Typically on an annual Basis)

S = Order cost (per-purchase order)

H = Holding cost (per unit, per year)

$$H = [(90,000 \times 3) + 300] \times 20\%$$

$$= \frac{54060}{90,000 \text{ Units}}$$

$$= 0.6$$

$$Q = \sqrt{\frac{2 \times 90,000 \times 300}{0.6}}$$

$$= \sqrt{90,000,000}$$

$$= 9486.83$$

$$= 9487 \text{ Units}$$

4. (1) (a) and (b)

5. (1) According to Amarjit Chopra, past president, Institute of Chartered Accountants of India, the provisions of the **Banking** Regulation Act allow the share premium account to be used for setting off losses, provided due procedure is followed and approvals are given. In normal course of business, losses are set off against profits. In the absence of profits, losses are set off against reserves. Share premium is generally used for issue of bonus shares, buyback of shares and setting off some preliminary expenses.

6 (4) (a),(b) and (c)

7. (3) $100000 \times 5\% = 5000$

$$\begin{array}{r} \text{Rebate u/s 87 A} \\ \hline = 2500 \end{array}$$

$$\begin{array}{r} 2500 \\ + \text{ cess} \\ \hline 75 \\ \hline 2575 \end{array}$$

$$\text{Multiple of 10} = 2580$$

8. (1) Both the statements (I) and (II) are correct.

9. (4) Exporting is the most appropriate mode of entry in international business to an enterprise with little experience of international markets.

10. (1) After the establishment of Small Industries Development Bank of India (SIDBI), all duties related to small scale enterprises which are performed by Industrial Development Bank of India (IDBI) have been shifted to SIDBI.

11. (3) A **contract without consideration** is void because it is **not** legally enforceable. "**Consideration**" means that each party must provide something of value to the other party as designated by the **contract** terms.

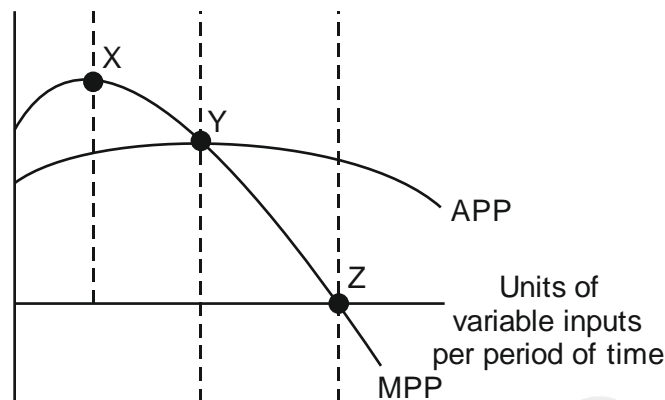
12. (3) Three types of Consumer Disputes Redressal Agencies are as follows :
 - (i) Consumer Disputes Redressal Forum - Also known as District Consumer Forum
 - (ii) Consumer Disputes Redressal Commission - Also known as the State Commission
 - (iii) National Consumer Disputes Redressal Commission - Also known as the National Commission
13. (2) Tax evasion is an illegal action in which a person or entity deliberately avoids paying a true **tax liability**. Those caught evading taxes are generally subject to criminal charges and substantial penalties.
14. (1) No matter how much you diversify your investments, some level of risk will always exist. So investors naturally seek a **rate of return** that compensates for that risk. The **Capital Asset Pricing Model** (CAPM) helps to calculate investment risk and what return on investment an investor should expect.
15. (2) **Hedge funds** are made available only to certain sophisticated or accredited investors, and cannot be offered or **sold** to the general **public**.
16. (3) Following conditions should be satisfied to claim the benefit of section 54.
 - The benefit of section 54 is available only to an individual or HUF.
 - The asset transferred should be a long-term capital asset, being a residential house property.
 - Within a period of one year before or two years after the date of transfer of old house, the taxpayer should acquire another residential house or should construct a residential house within a period of three years from the date of transfer of the old house. In case of compulsory acquisition the period of acquisition or construction will be determined from the date of receipt of compensation (whether original or additional).

Exemption can be claimed only in respect of one residential house property purchased/constructed in India. If more than one house is purchased or constructed, then exemption under section 54 will be available in respect of one house only. No exemption can be claimed in respect of house purchased outside India.
17. (4) The **Miller-Orr model** is a technique **used** in cash **management**
18. (1) "**Relationship marketing** is a strategy designed to foster customer loyalty, interaction and long-term engagement. It is designed to develop strong connections with customers by providing them with information directly suited to their needs and interests and by promoting open communication."
19. (4) (iv) (i) (ii) (iii)
20. (3) **Price skimming** is a **pricing** strategy in which a marketer sets a relatively high initial **price** for a product or service at first, then lowers the **price** over time. It is a temporal version of **price** discrimination/yield management.
21. (4) Main stages of customer relationship life cycle are:
 1. Reach
 2. Acquire
 3. Develop/nurture
 4. Retention
 5. Advocacy
22. (4) MSS account liquidity can be used for normal government expenditure of capital nature

23. (2) **The Law of Diminishing Returns** : The law of diminishing returns operates in the short run when we can't change all the factors of production. Further, it studies the change in output by varying the quantity of one input.

Technically, the law states that as we increase the quantity of one input which is combined with other fixed inputs, the marginal physical productivity of the variable input must eventually decline.

In simpler words, the total productivity, for a given state of technology, is bound to increase with an increase in the quantity of a variable input. However, as the quantity of the inputs keeps on increasing, the marginal product rises to a maximum, then starts to decline and eventually becomes negative.



24. (2) **Conditions for Price Discrimination** : Price discrimination is possible under the following conditions :

1. The seller must have some control over the supply of his product. Such monopoly power is necessary to discriminate the price.
2. The seller should be able to divide the market into at least two sub-markets (or more).
3. The price-elasticity of the product must be different in different markets. Therefore, the monopolist can set a high price for those buyers whose price-elasticity of demand for the product is less than 1. In simple words, even if the seller increases the price, such buyers do not reduce the purchase volume.
4. Buyers from the low-priced market should not be able to sell the product to buyers from the high-priced market.

25. (4) Income tax Return Form 4, which also called SUGAM, is filed by the taxpayers who have opted for presumptive taxation scheme under section 44AD, section 44DA and section 44AE of the Income Tax Act, 1961. ITR 4 can be filed by individuals, HUF as well as a partnership firm.

26. (3) (iii) (i) (ii) (iv)

27. (2) **Features of Shopping Goods**

1. **Proper Purchase Plan** : The consumers make plan to buy shopping goods and make hard efforts before buying them.
2. **Purchase Frequency** : The consumers buy such goods only occasionally and use them slowly.
3. **Price And Quality Comparisons** : Consumers compare the quality, prices, features, service, design and utility to buy such goods.
4. **Selective Outlets** : Consumers buy shopping goods from selected shops.
5. **Low Brand Awareness And Loyalty** : Customers have low or less brand awareness, conviction and loyalty towards such goods.

28. (4) Types of negotiable instruments are :

- Promissory notes.
- Bill of exchange.
- Cheque and Demand Draft
- Government promissory notes.

29. (1) Calculation of Coefficient of Correlation is

$$\begin{aligned} r(x, y) &= \frac{\text{Cov}(x, y)}{\sigma_x \sigma_y} \\ &= \frac{-17.8}{6.6 \times 4.2} \\ &= \frac{-17.8}{27.72} \\ &= -0.642 \end{aligned}$$

30. (4) (a), (b), (c) and (d)

31. (1) Trade protectionism

	₹
(a) Fair Rent	5,00,000
(b) Municipal Value	<u>4,50,000</u>
(c) Higher of a and b	5,00,000
(d) Standard Rent	<u>4,80,000</u>
(e) Expected Rent (Lower of c and d)	4,80,000
(f) Actual Rent	<u>4,20,000</u>
Gross Annual Value (higher of e and f)	<u>4,80,000</u>

33. (3) Statutory auditor has right to attend Board of **directors** meeting not Board of **Doctors** meeting.

34. (4) The Chalapathi Rao Committee set up for the revival of regional rural banks (RRB)

35. (1) The currency swap market is one way to hedge that risk. Currency swaps not only hedge against risk exposure associated with exchange rate fluctuations, but they also ensure receipt of foreign monies and achieve better lending rates.

36. (2) $MCV = (SQ \times SP) - (AQ \times AP)$

$$= (10 \times 5) - (12 \times 6)$$

$$= 50 - 72$$

$$= -22 \text{ (Unfavourable)}$$

S.Q = Standard Quantity for Actual Output

S.P = Standard Price

A.Q = Actual Quantity

A.P = Actual Price

MCV = Material Cost Variance.

37. (3) File noting

38. (3) (iv) (iii) (ii) (i)

39. (1) Both the statements (I) and (II) are correct

40. (2) Total Outcomes
 $= 6 \times 6 = 36$
 Favourable outcomes
 $= (2 + 6), (3 + 5), (4 + 4), (6 + 2), (5 + 3) = 5$
 Probability
 $= \frac{\text{Favourable Outcomes}}{\text{Total Outcomes}} = \frac{5}{36}$

41. (1) (a), (b) and (e)

42. (2) (iii) (iv) (ii) (i)

43. (2) **Caveat Emptor** : Latin for "let the buyer beware." A doctrine that often places on buyers the burden to reasonably examine property before purchase and take responsibility for its condition. Especially applicable to items that are not covered under a strict warranty.

44. (1) The Insurance act, 1938 is the predecessor of the IRDA Act, 1999.

45. (2) (b), (d) and (e)

46. (2) The **cat** stays in the old home although the person who has kept the home leaves, and so it represents the customer who goes to the old shop whoever keeps it, and provides local **goodwill**. This type of **goodwill** has stability and therefore its value is always maximum.

47. (3)

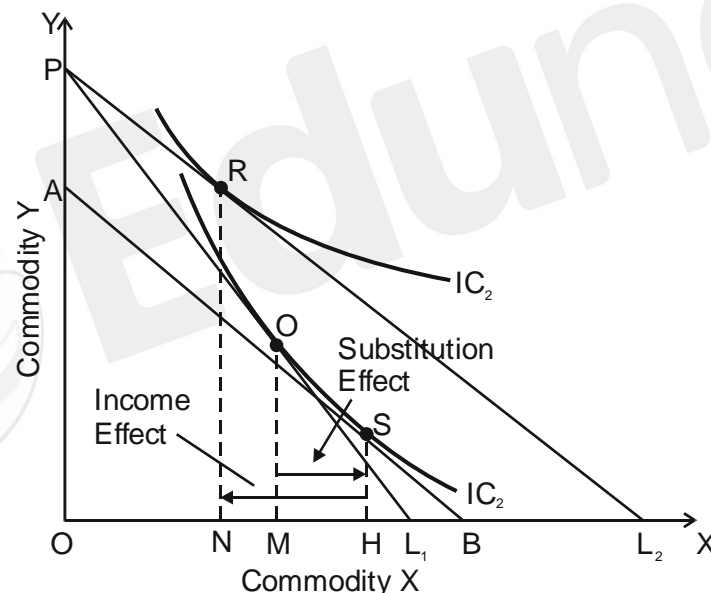


Fig. : Price-Demand Relationship in Case of a Giffen Good

The price-demand relationship in case of a Giffen good is illustrated in Fig. . With a certain given price-income situation depicted by the budget line PL_1 , the consumer is initially in equilibrium at Q on indifference curve IC_1 . With a fall in price of the good, the consumer shifts to point R on indifference curve IC_2 . It will be seen From Fig. that with the fall in price and, as a result, the shift of the budget line from PL_1 to PL_2 the consumer reduces his consumption of the good X from OM to ON.

This is the net effect of the negative income effect which is here equal to HN which induces the consumer to buy less of good X and the substitution effect which is equal MH which induces the consumer to buy more of the good. Since the negative income effect HN is greater than the substitution effect MH, the net effect is the fall in quantity purchased of good X by MN with the fall in its price. Thus, the quantity demanded of a Giffen good varies directly with price. Therefore, if a demand curve showing price-demand relationship of a Giffen good is drawn, it will slope upward.

48. (2) Both (A) and (R) are correct and (R) is not the right explanation of (A)
49. (3) Behind most international money and security transfers is the Society for Worldwide Interbank Financial Telecommunications (SWIFT) system. SWIFT is a vast messaging network used by banks and other financial institutions to quickly, accurately, and securely send and receive information, such as money transfer instructions.
50. (4) Consumer behavior consists following activities :
1. Obtaining
 2. Consuming
 3. Disposition
51. (4) When long-run cost of producing a unit falls as the output increases
52. (1) Revenue expenditure deduction allowed u/s 37(1).
53. (4) $r = \sqrt{b_{yx} + b_{xy}}$
 $= \sqrt{(-0.8) \times (-0.2)}$
 $= -\sqrt{0.16}$
 $= -0.40$
54. (2) $SE_{\bar{x}} = \frac{\sigma}{\sqrt{n}}$
 $8 = \frac{40}{\sqrt{n}}$
 $\sqrt{n} = \frac{40}{8}$
 $\sqrt{n} = 5$
 $n = 25$
55. (3) Section 139(1) - Mandatory Return and Voluntary Return
56. (*) **Dropped Ques**
57. (4) Excess capacity is NOT noticed in Perfect competition market. because in this market producer use whole capacity and do not have excess capacity.
58. (2) Peter Drucker explains "The aim of marketing is to make selling superfluous.
59. (1) Both (A) and (R) are correct and (R) is the right explanation of (A).
60. (4) All are correct.
61. (3) Organization structure that shows a unique combination of strategy, structure and management process is known as network organization.
62. (3) **Cognitive Attitude** : It involves the knowledge or information about a person or object, etc., and his belief about it.
63. (3) CRR = Preference shares redemption amount – Fresh equity shares amount
 $= 2,00,000 - (80,000 - 8,000)$
 $= 2,00,000 - 72,000$
 $= 1,28,000 \text{ Rs.}$
64. (1) (iii) (iv) (i) (ii)
65. (4) (iii) (iv) (i) (ii)

66. (2) List of items kept outside the purview of GST
1. **Alcohol for Human Consumption** : Alcohol for human consumption has been kept outside the purview of GST in India at present. However, the taxes imposed to alcohol for human consumption will continue as per the structure before GST implementation.
 2. **Petroleum Products** : Petroleum Products such as petroleum crude, motor spirit (petrol), high speed diesel, natural gas and aviation turbine fuel etc. are also kept outside the purview of GST in India. However, the taxes for these products will be charged as per the structure before introduction of GST.
 3. **Electricity** : The electricity has been kept outside the purview of GST at present. However, the taxes applicable at present for electricity will continue as before.
67. (3) **Objective of the Competition Act, 2002 An Act**
- To prevent practices having adverse effect on competition,
 - To promote and sustain competition in markets,
 - to protect the interests of consumers,
 - to prevent abuse of dominant position.
 - to regulate mergers and acquisitions.
68. (2) **The World Bank Group consists of five organizations :**
- The International **Bank** for Reconstruction and Development. ...
 - The International Development Association. ...
 - Together, IBRD and IDA make up the **World Bank**.
 - The International Finance Corporation. ...
 - The Multilateral Investment Guarantee Agency.
69. (1) (ii) (iii) (iv) (i)
70. (4) The channel alternative can to be assessed on basis of :
- (a) Economic Criteria
 - (b) Control Criteria
 - (c) Adaptive Criteria
71. (3) NEFT and RTGS are included in digital payment system.
72. (1) A 'sale' and lease back' arrangement is more suitable for a lessee having liquidity crisis. A leaseback is an agreement where an asset's seller leases back the asset from the purchaser. In a leaseback arrangement, the details of the arrangement, such as the lease payments and lease duration, are made immediately after the sale of the asset. Essentially, the seller of the asset becomes the lessee and the purchaser becomes the lessor.
73. (3) Promoting team spirit, harmony and unity within the organization is the principle of spirit de corps
74. (3) Customer Value is the incremental benefit which a customer derives from consuming a product after paying in return. The term value signifies the benefits that a customer gets from a product. It is the difference between the benefits (sum of tangible and intangible benefits) and the cost.
75. (4)
$$\left(\frac{D_1}{P_0} \times 100 \right) + g$$

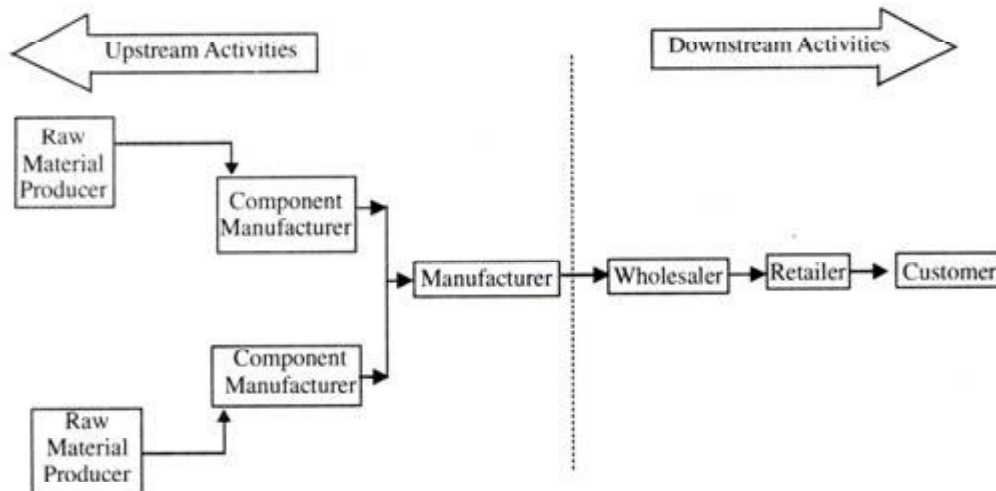
$$= \left(\frac{4.5}{90} \times 100 \right) + 8$$

$$= 5 + 8 = 13\%$$

76. (2) A **contract without consideration** is void because it is **not** legally enforceable. "**Consideration**" means that each party must provide something of value to the other party as designated by the **contract** terms.
77. (4) The **NeoClassical Theory** is the extended version of the classical theory wherein the behavioral sciences gets included into the management. According to this theory, the organization is the social system, and its performance does get affected by the human actions.
78. (4) 150% of the donation
79. (1) 'Motivation-force or level of efforts is not equal to satisfaction and performance is propounded by Porter-Lawler (Porter and Lawler Model of Motivation).
80. (1) (ii) (iii) (iv) (i)
81. (1) (iii) (ii) (i)
82. (2) A quota is a government-imposed trade restriction that limits the number or monetary value of goods that a country can import or export during a particular period.
83. (2) If the arithmetic mean of 10 items = 50
If each item is increased by = 5
The new arithmetic mean will be = 50 + 5 = 55
84. (2)
$$K_p = \frac{\text{Annual dividend of Preference Shares}}{\text{Market Price of the Preference Stock (N.P.)}}$$

Annual Dividend
= 100 × 10% = 10
M.P. = 95
$$K_p = \frac{10}{95} \times 100 = 10.526\% = 10.53\%$$
85. (3) **Currency** **Weights determined in the 2015 Review**
U.S. Dollar 41.73
Euro 30.93
Chinese Yuan 10.92
Japanese Yen 8.33
Pound Sterling 8.09
86. (1) rs. 5
87. (3) Capital structure and leverage decisions comes under financing decisions.
88. (2) Dividends on share declared
89. (2) The **Basel** Committee on Banking Supervision (BCBS) is a committee of banking supervisory authorities that was **established** by the central bank governors of the Group of Ten countries in 1974.
90. (1) Characteristics of relationship marketing are :
(i) Product benefit orientation
(ii) Frequent consumer contact
(iii) High concern for quality
91. (1) Both (A) and (R) are correct and (R) is the right explanation of (A)

92. (4)



93. (2) N.K. MITRA **COMMITTEE ON INVESTOR PROTECTION** The **committee** chaired by N. K. Mitra submitted its report on **investor protection** in April 2001
94. (3) (a), (b) and (c) only
95. (2) (iii) (i) (ii) (iv)
96. (1) **Job Evaluation** **Job evaluation** is the systematic way of determining the value and worth of a **job** in relation to other jobs in an organization.
Performance Appraisal **Performance appraisal** is the systematic way of determining the value and worth of a person in relation to other person in an organization.
97. (1) Statement (A) is correct and (R) is the correct explanation of (A)
98. (3) **Reverse Dumping** : Reverse dumping is **followed in the overseas markets** where the demand is less elastic. Such markets tolerate a higher price. Thus, dumping is done in the manufacturer's home market by **selling locally at a lower price**.
99. (3) (a), (b), (c), (d), (e)
100. (2) (A) and (R) both are correct and (R) is the right explanation of (A).